

Message Text

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PAGE 01 HONG K 14989 300243Z
ACTION EB-07

INFO OCT-01 EA-07 ISO-00 XMB-02 AID-05 CIAE-00 COME-00
FRB-03 INR-07 NSAE-00 USIA-06 TRSE-00 OPIC-03 SP-02
CIEP-01 OMB-01 L-03 /048 W
-----300249Z 026927 /62

R 300140Z DEC 76
FM AMCONSUL HONG KONG
TO AMEMBASSY RANGOON
INFO SECSTATE WASHDC 3205

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E.O. 11652: N/A
TAGS: BTRA, BM
SUBJECT: CATERPILLAR NEGOTIATIONS WITH GOVERNMENT OF
BURMA

1. ROBERT PETTERSON, FINANCE MANAGER OF CATERPILLAR FAR EAST, HONG KONG, ARRIVING RANGOON JANUARY 9 AND REQUESTS APPOINTMENT WITH AMBASSADOR, IF POSSIBLE, JANUARY 10, TO DISCUSS CATERPILLAR'S PROBLEM IN FINANCING SALE OF EQUIPMENT TO CONSTRUCTION CORPORATION OF BURMA.

2. BURMESE INTERESTED IN BUYING, BUT NEED FIVE-YEAR CREDIT. CATERPILLAR APPLIED TO EXIM BANK FOR \$7 MILLION CREDIT BUT WAS TURNED DOWN ON GROUNDS THIS WAS TOO MUCH. COMPANY THEN EXPLORED POSSIBILITY OF SUPPLYING SOME EQUIPMENT FROM JAPAN AND THE BALANCE FROM THE US, THEREBY REDUCING THE LOAN PACKAGE TO \$1 MILLION. EXIM TURNED DOWN THIS REQUEST AS WELL, BUT, ACCORDING TO PETTERSON, GAVE NO REASON.

3. PURPOSE OF PETTERSON'S VISIT TO RANGOON IS TO DISCUSS PROBLEM WITH AMBASSADOR AND FIND OUT IF THERE IS SOME
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REASON WHY CATERPILLAR SHOULD NOT SUPPLY EQUIPMENT TO CONSTRUCTION CORPORATION OF BURMA. HE WILL CALL THE AMBASSADOR'S OFFICE ON THE MORNING OF JANUARY 10.
CROSS

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NNN

Message Attributes

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Margaret P. Grafeld
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